

The Washington Times

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MONDAY, AUGUST 8, 1910.

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JULY CIRCULATION.

Table with 2 columns: Date, Circulation. Rows for July 1 through July 31, showing daily and Sunday circulation figures.

Total for the month.....126,439 Daily average for the month.....4,079 The net total circulation of The Times during the month of July was 126,439, all copies left over and returned being eliminated. This number, when divided by 31, the number of days in the month, shows the net daily average for July to have been 4,079.

Sunday.

The number of complete and perfect copies of The Washington Times printed Sunday during the month of July was as follows: July 1.....44,520 July 2.....44,520 July 3.....44,520 July 4.....44,520 July 5.....44,520 July 6.....44,520 July 7.....44,520 July 8.....44,520 July 9.....44,520 July 10.....44,520 July 11.....44,520 July 12.....44,520 July 13.....44,520 July 14.....44,520 July 15.....44,520 July 16.....44,520 July 17.....44,520 July 18.....44,520 July 19.....44,520 July 20.....44,520 July 21.....44,520 July 22.....44,520 July 23.....44,520 July 24.....44,520 July 25.....44,520 July 26.....44,520 July 27.....44,520 July 28.....44,520 July 29.....44,520 July 30.....44,520 July 31.....44,520 Total for the month.....1,381,440 Sunday average for the month.....44,520

The net total circulation of The Times (Sundays) during the month of July was 1,381,440, all copies left over and returned being eliminated. This number, when divided by 31, the number of Sundays during July, shows the net Sunday average for July to have been 44,520.

In each issue of The Times the circulation figures for the previous day are plainly printed at the head of the first page at the left of the date line.

Persons leaving the city for a long or short period during the summer can have The Times mailed to them at the rate of thirty cents a month, or seven cents a week. Addresses may be changed as often as desired. All mail subscriptions must be paid in advance.

RAILROADS WILL LIVE UP TO THE NEW LAW.

A conference of railway attorneys, representing leading roads of the country, has been held at Portsmouth, N. H., the past week. At this conference, the subject of consideration was the new railroad law, lately passed by Congress, which will go into effect August 17, with the exception of two sections of it which went into effect on passage. As announced by General Solicitor Edgar J. Rich, of the Boston and Maine, the conference has been held for the purpose of construing the new act and advising railway officials what they must do in order to comply with it in letter and spirit. The railroads, as disclosed in the conference of attorneys, have no disposition to evade the law, but to co-operate with the Interstate Commerce Commission in enforcing it.

Mr. Rich adds this significant statement: "There has undoubtedly been a change of attitude of the railroads and counsel toward Government regulations within the last few years. This undoubtedly is due principally to the education which has been the result of continued agitation against railroads."

That is to say, the intelligent railroad men of the country have passed the point of opposing Government regulation. They have accepted the view that a railroad is not a private concern, but a public service institution to be controlled by the Government. The decision of the railroad attorneys at Portsmouth to live up to the new law in letter and spirit is in accordance with this view. Any other course would be the extreme of folly. It is to be noted that the railroad attorneys far-reaching, especially the long and short haul provision contained in it. Among a limited number of managers of public service corporations in the country, the old notion of owing no responsibility to the public still prevails. Among the intelligent men who control the destinies of the big railroads, this antiquated notion has been banished.

THE ROAD TO ECONOMY IS A DIFFICULT ONE.

At last, the official figures of the Senate and House Appropriations Committees on the expenditures of the session of Congress recently closed are made up and given out. They show that the Government goes right ahead laying out more money. The road to economy is a hard one and while there is a vast deal of talk about cutting down expenditures it is noticeable that retrenchment in one direction is more than balanced by outlay in some other direction.

On the face of the figures, Congress last session lowered the appropriations in comparison with the preceding regular session. But the economy is only apparent, not actual. The grand total of appropriations last session was \$1,027,901,629, as compared with \$1,044,401,857, in the last session of the Sixtieth Congress. When, in addition to the appropriations actually

made, the contracts authorized to be entered into are taken into account, it is seen that the grand total of the appropriations and contract liabilities for the session lately ended was \$1,098,847,184, or nearly \$1,000,000,000. The corresponding total for the preceding regular session was \$1,070,482,732. The contract liabilities incurred by the last session exceeded \$70,000,000, while those of the preceding regular session amounted in round numbers to \$26,000,000.

These figures are not calculated to give the friends of retrenchment much encouragement. Every reasonable effort at economy deserves encouragement, but the truth is that so long as the outlay by the Government on the army and navy and on pensions remains as great as it is, no large reduction of our annual appropriations need be expected. In nearly every direction there is expansion of Government activities, leading to more demands for money. Some, at least, of these demands are irresistible. No matter how loud the cry of economy a session of Congress begins with, in the end it is apt to be found yielding to the pressure for appropriations, just as its predecessors have done.

SENATOR BAILEY IS A CANDIDATE AGAIN.

Senator Joseph W. Bailey of Texas has announced that he will be a candidate for the Senate in the general Democratic primary which will be held in his State in 1912. It is also announced that A. G. Lee, of Denton, will be a candidate against Mr. Bailey on a reform platform.

This means that Texas has ahead of it another bitter Bailey and anti-Bailey fight, of the sort which has wrought up the State in the past. Senator Bailey will perhaps be able to get himself renominated and re-elected, but it will not be without a hard struggle. The opposition to him, while it has been sometimes defeated, has never been plicated. It has never gotten over the prejudice stirred against Senator Bailey by the charges made against him in connection with the Waters-Pierce Oil Company, and it looks as if, no matter how long Senator Bailey may remain in public life, he may be assured of the hostility of a powerful element in Texas.

As a member of the Senate, Senator Bailey has shown himself to be out of sympathy with many reform movements, and with much of the reform legislation proposed. A brilliant constitutional lawyer, he has found, as he believes, in the Constitution numerous obstacles to some of these reforms. In view of the spread of the progressive movement in the country, it may be expected Senator Bailey has ahead of him one of the stiffest battles of his stirring political career.

SHOULD LOOK OUT FOR COUNTERFEIT MONEY.

While nobody, in this enlightened, bacteriological age, would advise people to do such an unsanitary thing as bite their money to make sure it is good, yet the Secret Service urges that everybody examine his lucre carefully and thereby help the Government in its campaign against counterfeiters. There are other methods of determining whether money is spurious, and Chief Wilkie earnestly recommends that they be adopted by the general public. He makes the excellent suggestion that when receiving change one should scrutinize it closely, for the purpose of making as short as possible what the Secret Service calls the "life" of counterfeit money. If one suspects that the person who gives him or attempts to give him counterfeit money has done so knowingly, he should immediately report the incident. Such co-operation on the part of the public would aid materially in running down counterfeiters and discovering their bases of operations.

A FRATERNAL EXCHANGE OF WAR RELICS.

The passing years have brought many evidences that the bitterness engendered by the civil war has softened into fraternal love and mutual esteem, such as brave men always reel toward worthy foemen. Two incidents have occurred within a few weeks of each other which furnish a touching illustration of the fact that an era of good feeling now prevails, typified by "the rust and roses in the cannon's mouth."

The historic Richmond Blues of the Virginia capital recently dedicated a new armory, and among the guests was a Union veteran from Connecticut, who was attracted by the portrait of a former commander of Company A. It was that of Capt. Jennings Wise, who was killed in the battle of Roanoke Island early in 1862. The Connecticut visitor had seen an eyewitness of his death, and through all these forty-eight years had preserved a button shot from the young captain's uniform on that fateful day. On his return home he transmitted it to the Richmond Blues, together with a letter which breathed the spirit of fraternity and esteem, and the relic and letter of transmission now hang on the walls of the new armory.

Almost at the same time the plowshare, that universal emblem of peace, turned up from the soil of the old Virginia hills, once red with the blood of civil strife, a silver medal which once belonged to Adolph Aymar of the Massachusetts Volunteers. It had

been lost during the fateful days of July, 1862, while the wearer did picket duty. The medal, with a suitable letter, was returned to its owner.

This interchange of courtesies among the actual participants in the civil war is characteristic of the spirit of the times. Only the camp-followers and the politicians have kept animosity alive. The men who faced each other on the firing line have long since met in the path of peace with the same mutual good will which marked them when, in the full of battle, they exchanged corn pone and tobacco on miniature ferries of bark across the Rappahannock or rallied each other from the outposts they guarded. New England and the Old Dominion are guided by a common interest and quickened by a common love. The keepsakes are coming home, and the exchange of relics knits North and South more closely together. In cordial brotherhood they front the sunrise, happy in the union of lakes, the union of lands, the union of hearts, the union of hands, and the flag of the Union forever.

THE REAL THING IN PEACH EXCELLENCE.

Not the least of the blessings which come from the Eastern Shore is the Maryland peach, which has just begun to come into the market. It is none of your bold and brazen variety "which comes before the swallow dares." This precedence it leaves to notorious Elberta, about which so many misdirected adjectives have been spilled. The suns of several months of summer are necessary to bring it to the proper degree of maturity. But when it arrives it makes ample amends for the long delay. It has a succulence as sweet as remembered kisses and a sustenance without parallel. Perhaps it is not so attractive to the eye as the far-famed Elberta, whose beauty one might almost say is only skin deep, but it is less artificial, and whether served as preserves or in its native freshness, it leaves little to be desired. Nothing that comes from the Eastern Shore could be more welcome nor entitled to a longer stay.

If the Chicago Tribune is right, or Union at Beverly is that a vast reorganization of business will have to follow if the Supreme Court upholds the contentions of the Government in the Standard Oil and Tobacco trust cases. This may all be, but the Sherman law has been in effect for about twenty years, and while many predictions of reorganization of business have been made, they have not materialized.

Railroad attorneys, in session at Portsmouth, N. H., have given it out that they will not seek to evade the railroad law and will co-operate with the Interstate Commerce Commission. This is the right spirit and is to be commended. Still, we assume the commission will do just as well to plant the watchdog in a conspicuous position out near the front door at nights.

If Col. Theodore Roosevelt is really concerned about the miners in Pennsylvania, he will find some facts worth his perusal in the report of the immigration commission, which shows the yearly earnings of heads of families among the bituminous miners to be only \$431.

Now if Speaker Cannon should, like the President, conclude that it is not his business to make partisan speeches, it might make a big difference in these Congressional election predictions.

Sitting on the lid in Spain seems to bear a close resemblance to a sedentary position on the hot surface of a stove. King Alfonso appears to have turned the job over to Premier Canalejas.

When the Narragansett Club was raided the women who were gambling there realized what chances there are in the game.

It seems that Lo, the poor Indian, has no chance of getting richer in the light of those revelations at Muskogee.

That preacher who says there is baseball playing in heaven forgets that even an angel umpire could not make the fans happy.

If Senator Cummins is made President it is safe to bet that not many corporation lawyers will be in his Cabinet.

Speaking of optimists, what's the matter with Chairman McKinley, of the Republican Congressional committee?

Senator Crane seems to be more successful at keeping silent than he was in trying Mr. Ballinger loose from the Cabot.

Col. William Jingles Bryan says he will continue to work for the good of his party. When did he begin?

What's on the Program in Washington

- Amusements. Columbia-Soldiers of Fortune. Academy-Three Weeks. Arden-Rose Garden. Cosmos-Moving pictures and vaudeville. Casino-Motion pictures and vaudeville. Fairview-Motion pictures and vaudeville. Masonic Auditorium-Motion pictures. Georgetown Open Air Theater-Motion pictures and vaudeville. 1.45 and 9.15 p.m. Glen Echo-Dancing and motion pictures. Lunt Park-Music and vaudeville. Chevy Chase Lake-Section of Marine Land. Arden-Music and motion pictures on roof garden.
- Excursions Today. Old Point Comfort and Norfolk-Steamer leaves Seventh street wharf 9.45 a.m. Steamer Charles Macalester leaves Seventh street wharf 2.30 and 6.30 p.m. Chesapeake Beach-Trains leave District line, 2.30, 5.40, 7.45 and 9.45 p.m. Washington, Baltimore and Annapolis electric line-Summer excursions to bay points, Ocean City, Rehoboth Beach, Fen-Mar, and Atlantic City. Full information at city ticket office, 1424 New York avenue.
- Col. Zeal H. Stewart, Canada, is visiting relatives in the city.

MISS STONE TO WED GEORGE S. WITMER

Warrenton Girl to Be Married to Engineer of Washington.

Washington society will be greatly interested in the announcement just made by Mr. and Mrs. George B. Stone, of Warrenton, Va., of the engagement of their daughter, Miss Belle G. Stone, to George S. Witmer, of Washington. The wedding is to take place Wednesday, August 17, in Warrenton.

The bride-elect is one of the most attractive and popular girls in the younger set and has spent several winters in this city, where she has a host of friends. Mr. Witmer is a graduate of the Boston School of Technology and for the last year has been in the employ of the Canal Commission in Panama, where he will take his bride to live.

Mr. and Mrs. John R. McLean have as their guest at their Bar Harbor estate Miss Lola Robinson, of Baltimore.

Cuthbert Brown, of Washington, who is spending several weeks at Newport, is the guest of Mr. and Mrs. H. H. Ward.

Mr. and Mrs. J. Martin Scranage are the Virginia Hot Springs for several weeks.

Miss Knox Accompanied By Mr. and Mrs. P. C. Knox, Jr.

Mrs. Philander C. Knox, wife of the Secretary of State, accompanied by Mr. and Mrs. P. C. Knox, Jr., are at the Kiltanin Hotel, Delaware Water Gap, for a short stay.

Mrs. George R. Shaul and daughter, Mrs. Robert Upton Smith, of Middlebury, Vt., are the guests of Mr. and Mrs. H. H. Ward, of Washington, west. Mrs. Shaul is a granddaughter of the late John S. Calvert, a former treasurer of the State of Virginia.

Mrs. Lawrence Townsend and Miss Townsend, who are spending the summer abroad, were among the guests of Col. Charles Page Bryan, the American Minister to Belgium, at luncheon last week. Mrs. Townsend was formerly hostess at thelegation, during her husband's term as one of Colonel Bryan's predecessors.

Misses Swift At Richfield Springs.

Rear Admiral William Swift, U. S. N., and the Misses Swift, are at Richfield Springs, N. Y., for the summer.

Mr. and Mrs. W. E. Edmunston have gone to Cooperstown, N. Y., for a stay of several weeks.

Mrs. Murray and Miss Sadie Murray and Miss Carolyn Murray, wife and daughters of Brig. Gen. Arthur Murray, U. S. A., who are at Old-Point Comfort, were among the guests of the honor guests at a luncheon given by Mrs. George F. Adams last Thursday.

Mrs. S. S. Adams, of Dupont Circle, who is spending the summer at Lake Sunapee, N. H., was one of the hostesses at a luncheon given by the Yacht Club of the season given by the Yacht Club.

Mrs. George von Meyer, wife of the Secretary of the Navy, was at her guest at the Meyer summer home, Rock Knoll Farm, near New Bedford, Mass., Miss Edith Deacon, of Newport.

Mr. and Mrs. Clarence Moore, of Washington, who are spending the season at their summer home at Pride's Crossing, Mass., were among the guests entertained at the summer white house at Beverly, Mass., by the President and Mrs. Taft last week.

Mr. and Mrs. George A. Chase are spending several weeks at Asbury Park.

Captain Wadleigh And Mrs. Wadleigh At Boston.

Capt. and Mrs. John Wadsworth Wadleigh, U. S. M. C., who have been at Jamestown, R. I., for the summer, have gone to Boston, Mass., where Captain Wadleigh is stationed. Mrs. Wadleigh was formerly Miss Mary Remey, daughter of Rear Admiral and Mrs. Remey, U. S. N., of Washington.

Major and Mrs. Harold C. Reinsperger, U. S. A., are spending the month of August at the White Sulphur Springs for the month of August.

Mrs. Wesson, wife of Capt. Charles M. Wesson, U. S. A., and children, have been visiting Mrs. Wesson's parents, Mrs. Gen. and George B. Davis, U. S. A., at their home in Washington for the last month. Captain Wesson, who has been stationed at Waterville, Ariz., New York, will be on duty in Boston, Mass., in the fall.

Rear Admiral Edgar C. Pendleton, U. S. N., retired, and Mrs. Pendleton, are spending the summer at the Traymore, Atlantic City.

Mrs. Gleaves, wife of Commander Albert Gleaves, U. S. N., with Miss Anne Gleaves, and Miss Evelyn Gleaves, are spending the summer at Winchester, in the Shenandoah Valley, Virginia.

P. A. Surgeon, H. H. Old, U. S. N., and Mrs. Old have as their guest in their home at the Washington Hotel, Old's aunt, Miss Annie Smith, of Norfolk, Va.

Mr. and Mrs. W. J. Vonderhese are spending the summer at the Monmouth, Asbury Park, N. J.

Miss Leona Heckinger, of M street, is visiting friends in Baltimore.

Mrs. Eugene Schwab and family have left for Blenheim, Md.

Dave Stern left yesterday for the Blue Mountains.

Mr. and Mrs. Ahl Sturmden are visiting relatives in Katonsville, Md.

Mrs. A. Baumgarten and daughters, Mrs. Gen. and George B. Davis, U. S. A., are spending the summer at the Washington Hotel, Old's aunt, Miss Annie Smith, of Norfolk, Va.

Mrs. D. Engel has returned home from the Blue Mountains.

Miss Edith Simon, of Philadelphia, is the guest of Mrs. Annie Strassburger, of the Romaine apartment.

John Lecha and Milton Goldsmith left yesterday for a ten days' trip to Boston, by sea.

Mr. and Mrs. I. Schreind have returned to Ingleside, Md., after a trip to New York and Atlantic City.

Mrs. S. Strauss, of Baltimore, is visiting her daughter, Mrs. Harry Kaufman, of the Lehigh apartments.

Harry J. Goodman has returned from a water trip to New York.

Mrs. A. Wolf and family have left Atlantic City for the Blue Mountain House to spend the remainder of the season.

E. Blout, of Montreal, Canada, is visiting relatives in the city.

WASHINGTON MUST BID FOR FAVOR OF LAUREL

Town in Strategic Position Midway Between Capital and Baltimore.

CITIZENS WILL BUY WHERE BEST SITED.

With Splendid Train Service, and Shops Needing More Labor, Community Is Worthy Ally.

By J. FRED ESSARY.

LAUREL, Md., Aug. 8.—This town claims for itself a strategic advantage in location not possessed by any other of Washington's neighbors. It lies midway between the National Capital and Baltimore, and it is the town of a coin with Laurel as to which of the big cities gets its business.

With a great market on either side citizens with low valuations as to each, with quick and frequent passenger service either North or South, with a fertile country around them, and four rich Maryland counties to draw wealth from, it would seem that Laurel people would be satisfied with life and its conditions.

But they are not. Because they are a progressive people and because they are conscious of their unused advantages, they want to press forward. They want to hurry a growth which, they believe, is now entirely too slow. They want to build a city on the site of the present town. They want to make two dollars where they are now making one.

To achieve their ends they are glad to turn to either Washington or Baltimore for assistance. The city which responds the most readily to Laurel's demands gets the bulk of Laurel's banking business, gets the greater volume of its shopping trade, and the good will of a community destined to become a valuable friend.

More Industries Wanted.

The appeal has gone forth. The bid for more people and more industries has been issued, and the Laurel Improvement Association is now waiting for results. President Randolph Waters of this organization says:

"Recognizing the material prosperity which manufactures bring to any community, the citizens of Laurel desire, and stand ready to give, every possible assistance and encouragement to the investment of capital in industrial plants."

"With its unexcelled transportation facilities, reasonable commutation rates, cheap building lots and many other advantages, Laurel appeals to all who desire a home in the country, where they may escape from the heat and noise of the city, after the day's work is done."

In issuing this statement, President Waters is joined by a half-score of the most prominent and public spirited business men of his community. They are H. G. Odense, president of the National Bank, and J. W. Waters, president of the Laurel Building Association; G. B. Tilmann, postmaster; D. M. Fisher, agent of the Baltimore and Ohio railroad; James P. Curley, editor of the Leader, and Dr. T. M. Baldwin, editor of the Democrat.

Splendid Train Service.

These wide-awake citizens invite a comparison between Laurel and any other city of its size in the State as regards railroad facilities, setting forth that they have twenty-two trains each way a day, with twenty-one minutes' stop at Washington, and twenty-six minutes to Baltimore, President Waters, in his statement, says further:

"A citizen of Laurel, after breakfast, can take an express train to Baltimore, transact business there until lunch time, and then take a forty-five-minute train can go to Washington, do a half-day's work and return to Laurel for a 6 o'clock dinner. It is frequently done. No other place can be found for such ease of transportation."

With these things to its credit Laurel has developed into a town of 2,000 people. It is filled with beautiful homes. It has seven handsome churches, a fine high school, its own waterworks and lighting plant, a fire department of three companies and a fire association embracing the four counties, at the apex of which the little city is located.

Of industries, Laurel has one of the oldest and best equipped cotton mills in the State, a large and prosperous night robe factory, two iron foundries, two machine shops, and two large roller mills. All told, these plants employ more than 60 operatives and support half of the citizenship of the place.

Scarcity of Labor.

Laurel now wants more labor. Employers could be given several hundred additional men and women. One plant is advertising for a large force of operatives, and is having difficulty in getting men. W. H. Crane, manager of this factory, says that he is in the market all the time for help and will welcome all he can get from Washington or any other place.

"In addition to men to operate our plants here," continued Mr. Crane, "we need more houses. I do not know of any better opportunity anywhere for investment than in homes for Laurel. The laboring class, sites are cheap here and it is only necessary to erect the houses. I regard this as one of the greatest needs of Laurel today."

While Laurel boasts of its railroad service, it has nothing complimentary to say about its street car service. It is connected with Washington by the Washington, Berwyn and Laurel Electric line, but when that is said, about all is said. There is one car every hour between the two cities, but it requires an hour and twenty or thirty minutes to make the trip of nineteen miles.

Development Hampered.

A closer relationship with Washington is therefore impracticable under these conditions. With a quick half-mile closer to Washington, the hour service Laurel would be placed in western close touch with Washington and with the populous territory between the two cities. This intermediate area is rapidly building up. Berwyn, Grove Park, Hyattsville, Riverdale, College Park and Daniels Park are among the important communities on the electric line, but they are remote from Laurel by reason of the slow and round-about far-between cars.

The electric line is advertised for sale under foreclosure and will be disposed of within a few weeks. When it comes to pass better service is expected. It is also believed that the line will be extended on to Annapolis Junction, a distance of only five miles, or perhaps on to Elliott City, the county seat of Howard county.

Another development of vast importance to Laurel in its relation to the National Capital is the construction of the Washington and Baltimore boulevard. This splendid highway is now completed over more than half the distance and the appropriation of \$10,000,000 for its completion at its full session is assumed that it will soon

Facts About Laurel In Its Relations to Capital.

Laurel lies midway between Washington and Baltimore. The highest bid decides which of the two big cities will get its trade.

The town wants—More residents. More industries. More laborers for its mills.

Better electric car service to the Capital.

The town has—Splendid train service. Population of 2,000 persons.

Two cotton mills, two foundries, and two roller mills.

Attractive sites for homes, with a demand already existing for more houses for the factory employees.

be open for general use. The roadway runs through the heart of Laurel, passing along Washington avenue.

Public Works Planned.

In the course of a few years, too, this little city will add a system of sewers to its list of attractions. The proposition to install them at a cost of about \$50,000 was recently voted down, but the advocates of this improvement have no idea of abandoning their plans. They declare that they are going to petition for another election within a short time.

While Laurel has much to boast of, its greatest asset is its high class citizenship. Among the men who are working heartily for their town are M. T. Tichen, Edward Phelps, Dr. J. R. Hunt, George W. Lillibridge, F. E. Little, H. B. Fairall, J. S. Finney, T. H. O'Brien, J. W. O'Brien, Frank I. Ahern, Ray J. Halverton, Thomas A. Gray, Samuel C. Waters, Cole Marbury, Rev. George W. Alexander, W. B. Bell, Fred Dillam, D. M. Haslop, James H. W. Stearns, William A. Miller, A. Miles, Oscar A. Millard, Dr. John Krommiller, and W. H. Dorsey.

All of these men stand ready to encourage a more neighborly feeling between Laurel and Washington, but they first want Washington's support in the material advancement of their town.

YOUNG GIRL GIVEN SWIMMING HONORS

Rose Pitonof, Fifteen, Is Hailed Conqueror of Boston Harbor Currents.

BOSTON, Aug. 8.—Having succeeded where Annette Kellerman and other noted swimmers failed, fifteen-year-old Rose Pitonof today is hailed here as the only person able to reach Boston Light through the shifting currents of Boston Harbor. The girl did the twelve miles in six hours and fifty minutes. Five men in two row boats accompanied her.

The only other swimmer who ever claimed to have reached Boston Light was Aleis Underle, of New York, who made the trip last summer. His claim is disputed, however, it being said that he touched Nix's Mate bar, a shallow on the way.

FUNERAL REPAID STOLEN.

SALISBURY, Md., Aug. 8.—The frills were taken from the big funeral repast which followed the burial of Captain C. C. Fooks, who died here last week, and the frills were taken from the repast. The frills were taken from the repast. The frills were taken from the repast.

WILL OPPOSE GAINS.

BUCKHANNON, W. Va., Aug. 8.—Samuel V. Woods, a lawyer and farmer, is the Democratic nominee for the State senate for this, the Thirtieth district, the nomination having been made by acclamation. He will oppose Representative Joseph W. Gains.

The Business Doctor

By Roe Fulkerson

"You are a client of mine, and I want to caution you about something," said the Business Doctor to the young man in the club smoking room.

"You are new to business. Heaven be praised, you have all the enthusiasm in your business that any man should have. You are wrapped up in it and everything which concerns it, and as a result you are a victim to one of America's worst habits—you talk shop."

"It has been said that a bore is a man who insists on talking about himself when you want to talk about yourself. This applies to talking shop—if you want to make a good impression on people don't talk about your shop when they want to talk about theirs."

"Advertising is second nature to every American business man, but there is much advertising which is bad taste, and retroactive, and of this sort there is nothing which makes a worse impression than talking shop outside of business hours. It's too bald a bid for business."

"Of course, I do not intend to say that you talk shop for a large portion of the time it is as unintentional as the remark of the automobile salesman who was invited to go shooting at the country place of a man to whom he wanted to sell a machine. In the field, the prospective customer who bird only whinging it, whereupon he exclaimed:

"Watch that bird! He's hard hit!" "Yes," exclaimed the salesman. He's steering wild! Got it in his differential gear sure as you're born."

"There is only one place where talking shop is excusable, and that is where the other fellow brings up your business. You may then talk to him with impunity! A man's friends are a part of his life. Every new friend is a possible customer, and that possibility is radical, increased by not talking shop to him. There is no man who does not resent the idea that you are working your friendship for business, and at the same time, there is no man who has not the inclination to do business with his

DEATH RATE LESS AMONG THE BABIES

Despite Infantile Paralysis, Mortality Percentage Lower Than Year Ago.

FREE BOOK ISSUED ON INFANTS' NEEDS